

SOLICITATION AMENDMENT

Solicitation No. VSP08-129

Amendment No: 2

**Solicitation Due Date: July 18, 2008 at 3:00 P.M.
M.S.T.**

**Arizona Department of
Veterans' Services
Purchasing Office**
4141 N. 3rd Street
Phoenix, AZ 85012
(602) 263-1814
(602) 222-6687Fax
Contact: Diana Martinez
Phone : (602) 263-1814

A signed copy of this amendment must be submitted with your Solicitation Response. This Solicitation is amended as follows:

1. The Special Instructions to Offerors, page 8, Section 9 will be replaced with the following:

9.Contract Award: All items within this solicitation have been grouped together for purposes of obtaining these items collectively from a single source due to such factors as delivery location, pricing advantage, compatibility, etc. To be considered for award of this solicitation, the Offeror is required to provide pricing for the mattress and the Hi-Low Bed or the Bariatric Bed and mattress. Failure to provide pricing as stated above shall result in the Offeror being declared non-responsive and ineligible to receive award.
2. The Special Instructions to Offerors, page 9 has been amended to add the following:

19.Any manufacturer's names, trade names, brand names used in the specifications are for the purpose of describing and/or establishing the quality, design and performance required. Any such reference is not intended to limit or restrict an offer by any supplier but is only enumerated in order to advise potential Offerors of the requirements of the state. Any offer which proposes like quality, design or performance will be considered.

20.The specifications list the minimum acceptable requirements for the beds and mattresses, however, it is required that the Offeror shall enter the exact specification of the beds and mattresses being offered. This shall be considered a mandatory requirement of the solicitation. Failure to furnish all information shall warrant the bid incomplete and will not be considered for award.
- 3.The Scope of Work of the original solicitation, pages 23-26, has been replaced with the Scope of Work of Amendment #2, pages 2-7.
- 4.The Price Sheet of the original solicitation will be replaced with the Price Sheets on Amendment #2, pages 8 - 9.

All other provisions shall remain unchanged.

Vendor hereby acknowledges receipt and understanding of above amendment

The above referenced Solicitation Amendment is hereby executed this _____ day of _____, 2008 in Phoenix, Arizona.

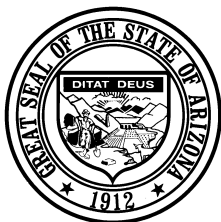
Signature

Date

Name and Title:

Signature

Name: Kelli Gourdoux
Title: Purchasing Officer



SOLICITATION AMENDMENT

Solicitation No. VSP08-129

Amendment No: 2

**Solicitation Due Date: July 18, 2008 at 3:00 P.M.
M.S.T.**

**Arizona Department of
Veterans' Services
Purchasing Office**
4141 N. 3rd Street
Phoenix, AZ 85012
(602) 263-1814
(602) 222-6687Fax
Contact: Diana Martinez
Phone : (602) 263-1814

Revised Scope of Work

1. **Introduction:** The Arizona Department of Veterans' Services (ADVS) intends to establish a contract for the materials or services as listed herein.

2. **Background:** The Arizona Department of Veterans' Services (ADVS), Arizona State Veteran Home (ASVH), operates a skilled nursing facility located at 4141 N. 3rd Street, Phoenix, Arizona 85012. This location is a 200-bed facility. The ASVH is in operation seven days a week, 24-hours a day. This is a state-owned and operated facility built to serve the long-term needs of the veterans (and spouses) of Arizona.

The 200 beds are divided into four 50-bed units with one hundred fifty (150) skilled beds and a 50-bed Alzheimer's unit. There are 24 Medicare certified beds in the facility. Each unit has an individual dining room and a well decorated day room with a big screen TV. There is a centralized nursing station on each unit.

A totally committed and comprehensive nursing care program is administered 24 hours a day, seven days a week. ASVH staff offers the best in physical therapy, occupational, speech therapy, and respiratory therapy, rehabilitative work and exercise classes.

The services provided by the Arizona State Veteran Home must adapt to meet the ever-changing health care needs of the population served. Care provided at the Arizona State Veteran Home is based on the most currently accepted knowledge, practices, and technologies implemented through skilled personnel. In all levels of care, interdisciplinary approaches are planned with the resident and/or family to meet his or her needs. Programs are aimed at meeting long-term health care needs and encouraging wellness through preventive and rehabilitative services offered to assist in attaining and maintaining an optimal level of functioning.

Age, disability, or terminal illness should not limit the individual's right to experience life to the fullest extent possible. Despite the complexity of care required and the degree of disability, the Arizona State Veteran Home strives to provide care that promotes the resident's dignity, self-determination, happiness, and well-being in a home-like environment. Basic to the emphasis is fostering the individual to be a self-determining and independent as possible.

The Arizona State Veteran Home is committed to quality care. It is important to anticipate trends in care needs and plan services to meet those trends, evaluate the care provided, research new approaches, and update programming. The Arizona State Veteran Home has the responsibility to share findings with others involved in long-term health care services.

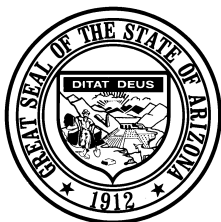
3. **Objective:** The Intent of this Solicitation is to allow the ADVS to enter into a contract with qualified individuals and/or organizations to provide 200 Hi-Low electric beds, 2 Bariatric beds and 200 mattresses for the residents for the Arizona State Veterans' Home (ASVH).

The Contractor shall provide 200 Hi-Low electric beds, 2 Bariatric beds and 200 mattresses to ASVH in accordance with the provision and requirements specified in the solicitation. The equipment proposed may be purchased on an as needed, if needed basis. ADVS does not guarantee the usage listed above.

4. Specifications

4.1 The beds being proposed shall be similar to the following beds:

- a. Hill- Rom 100 Low Bed
- b. Hill-Rom Excel Care ES Bariatric Bed



SOLICITATION AMENDMENT

Solicitation No. VSP08-129

Amendment No: 2

**Solicitation Due Date: July 18, 2008 at 3:00 P.M.
M.S.T.**

**Arizona Department of
Veterans' Services
Purchasing Office**
4141 N. 3rd Street
Phoenix, AZ 85012
(602) 263-1814
(602) 222-6687 Fax
Contact: Diana Martinez
Phone : (602) 263-1814

.Bed Dimensions:

a. Hill Rom 100 Low Bed:

- i. Length with standard sleep deck: 93.25"
- ii. Length with extended sleep deck: 97.25"
- iii. Sleep deck length standard model: 80"
- iv. Sleep deck extended model: 84"
- v. Maximum width siderails: 40"
- vi. Sleep deck width: 35.5"
- vii. Maximum height (including headboard): 60"
- viii. Minimum underbed clearance: 5.5"

b. Hill-Rom Excel Care ES Bariatric Bed:

- i. Maximum overall width – 43" – 53"
- ii. Maximum overall length – 91" – 100"
- iii. Sleep deck width – 40" – 50"
- iv. Sleep deck length – 80" – 88"

Low Position – sleep deck to floor:

- a. Hill Rom 100 Low Bed: 8.5"
- b. Hill-Rom Excel Care ES Bariatric Bed: 17"

.High Position – sleep deck to floor:

- a. Hill Rom 100 Low Bed: 26.5"
- b. Hill-Rom Excel Care ES Bariatric Bed: 29"

.5Scale: Only for the Hill-Rom Excel Care ES Bariatric Bed:

- a. Scale weight capacity of 1,000 lbs
- b. Weigh in any position
- c. Privacy Mode

Weight:

- a. Hill Rom 100 Low Bed: up to 450 lbs.
- b. Hill-Rom Excel Care ES Bariatric Bed: up to 1,000 lbs.

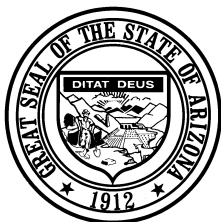
.7Casters:

a. Hill Rom 100 Low Bed and Hill-Rom Excel Care ES Bariatric Bed:

- i. Heavy duty
- ii. Non-marking tires
- iii. Lock and unlock feature, all casters shall be able to lock in one step.
- iv. Load-bearing capacity of up to 500 lbs for Hi-Low Electric Bed
- v. Load-bearing capacity of up to 1,000 lbs for Bariatric Bed

4.8 Headboard and Footboard:

- a. Hill Rom 100 Low Bed and Hill-Rom Excel Care ES Bariatric Bed:



SOLICITATION AMENDMENT

Solicitation No. VSP08-129

Amendment No: 2

**Solicitation Due Date: July 18, 2008 at 3:00 P.M.
M.S.T.**

**Arizona Department of
Veterans' Services
Purchasing Office**
4141 N. 3rd Street
Phoenix, AZ 85012
(602) 263-1814
(602) 222-6687Fax
Contact: Diana Martinez
Phone : (602) 263-1814

- i. Veneer or Real Wood
- ii. Edges shall be rounded
- iii. Scratch, impact and friction resistant
- iv. Impenetrable to common chemicals and body fluids
- v. Lead free

4.9 Rails: The beds shall have quarter rails on each end of the bed. The rails shall have a feature to be concealed and/ or be removed from the bed. The rails shall be entrapment free. Entrapment is defined as the head, neck, arms and legs of the resident becoming caught, trapped, or entangled in the bed system. The following areas shall be entrapment free:

- a. Hill Rom 100 Low Bed and Hill-Rom Excel Care ES Bariatric Bed:
 - i. Area 1: Between the mattress and the bottom of the rail at rail end
 - ii. Area 2: Between the mattress and the bottom of the rail between rail supports
 - iii. Area 3: Between adjacent bars of a rail
 - iv. Area 4: Between the side of the mattress and the inside of a rail
 - v. Area 5: The space between split rails, if any
 - vi. Area 6: The space between the end of a rail and the head or foot board
 - vii. Area 7: Between the end of the mattress and the head or foot board

.10Bed Positions:

- a. Hill Rom 100 Low Bed and Hill-Rom Excel Care ES Bariatric Bed:
 - i. Lying position
 - ii. Sitting position
 - iii. Head lift
 - iv. Knee lift

.11Under Carriage:

- a. Hill Rom 100 Low Bed and Hill-Rom Excel Care ES Bariatric Bed:
 - i. Chemical resistant
 - ii. Impact resistant
 - iii. Easy to clean
 - iv. Corrosion-free
 - v. Able to accept most commercial resident/patient lifts
 - vi. Lead free

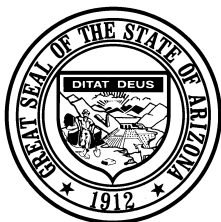
.12Electric:

- a. Hill Rom 100 Low Bed and Hill-Rom Excel Care ES Bariatric Bed:
 - i. The electrical power system shall be insulated from the metal parts of the bed.
 - ii. The outlet shall be a standard, receptacle R-15, plug P-15.
 - iii. Shall not exceed a 20 amp circuit.

.13Remote: The remote shall be easy-to-read hand control with the option to attach to either side of the bed. The remote shall not be built in to the rails.

.14Mattress: The mattress shall be pressure reduction and premium quality, high density foam. The mattress shall meet at a minimum the following requirements:

- a. Hill Rom 100 Low Bed and Hill-Rom Excel Care ES Bariatric Bed:
 - i. Pressure reliever and reduction
 - ii. Low shear coated nylon covering and removable
 - iii. Resistant to blood, urine, oil, grease and disinfectant solutions
 - iv. Flame-resistant and/or retardant



SOLICITATION AMENDMENT

Solicitation No. VSP08-129

Amendment No: 2

**Solicitation Due Date: July 18, 2008 at 3:00 P.M.
M.S.T.**

**Arizona Department of
Veterans' Services
Purchasing Office**
4141 N. 3rd Street
Phoenix, AZ 85012
(602) 263-1814
(602) 222-6687Fax
Contact: Diana Martinez
Phone : (602) 263-1814

- v. Impermeable to bacteria and/or viruses
- vi. Impenetrable to common chemicals and body fluids
- vii. Mattress must be compatible with the bed.

The Contractor shall provide three (3) different options for mattresses (high, medium and low). All mattresses provided shall meet at a minimum the above requirements. The Contractor shall provide specifications for the three (3) mattresses and prices on **page 10, Price Sheet for Mattresses.**

5. General Requirement

5.1.Finishes: All finishes shall be applied in accordance with the highest industry standards to assure the longest possible durability. All materials used must be lead-free and shall meet all OSHA Standards in place.

5.2.Flammability: All textiles shall meet the flammability requirements of NFPA 260 latest update when tested in accordance with the methods of that standard. All upholstered products offered should also meet the requirements of California Technical Bulletin 117 Section A Part I and Section D part III when tested in accordance with that method.

5.3.Quality Assurance Standards: The Contractor shall provide hi-low electric beds and bariatric beds that are in compliance with the following:

- a.UL60601
- b.IEC 60601-1-2
- c.IEC 601-2-38
- d.EN ISO 9002

5.4.Delivery: ASVH has four nursing units and each unit contains 50 beds. The Contractor shall deliver beds & mattresses in increments of 50 within one month. The delivery of the 200 beds shall be completed within 4 months of contract award. At ADVS request, contractors are required to provide written estimated delivery times once an order has been placed with a Contractor. The Contractor is responsible for notifying ADVS at least forty-eight (48) hours in advance of shipment.

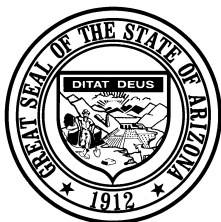
5.5.Installation: The Contractor shall install beds in the resident rooms. The Contractor shall provide at no cost to ADVS all necessary fasteners, fittings, hardware, anchors, or other necessary miscellaneous items to successfully install the beds. The Contractor is responsible for any damage to either the facility of installation or the bed itself due to the Contractor's actions and shall repair and/or replace any damage. Installation shall include delivery, uncrating, inspection, assembly, placement of beds, removal of packing and other waste, etc. from premises.

The Contractor shall remove all trash and recyclable material at the Contractor's expense. The cleanup shall include cleaning floors and walls that were soiled due to the bed delivery and installation.

5.6.Warranty: The Contractor shall provide a warranty for the beds & mattresses provided to ASVH. The warranty shall be for the repair or replacement of defective parts.

5.7.Repair: All repair activities are to be performed within a reasonable timeframe from the Contractor notification of the problem. In cases where repair must be performed off-site of ASVH or will require longer than 48 hours, the Contractor shall provide a loaner bed of like quality and nature until such time the maintenance and/or repair can be completed. The Contractor shall provide a list of locations where repairs and parts will be available.

.8Maintenance: The Contractor shall provide all preventative and manufacturer recommended maintenance including, but not limited to internal batteries, cleaning, replacement of worn parts, and testing of all equipment.



SOLICITATION AMENDMENT

Solicitation No. VSP08-129

Amendment No: 2

**Solicitation Due Date: July 18, 2008 at 3:00 P.M.
M.S.T.**

**Arizona Department of
Veterans' Services
Purchasing Office**
4141 N. 3rd Street
Phoenix, AZ 85012
(602) 263-1814
(602) 222-6687Fax
Contact: Diana Martinez
Phone : (602) 263-1814

9.In-Service: The Contractor along with the bed manufacturer shall provide training to ADVS personnel that will assure proper operation and utilization of the beds supplied at no additional cost. The Contractor shall provide all manuals necessary for the required training at no additional cost. Topics of the training sessions shall include, but not limited, to the following:

- a.Bed components
- b.Bed features
- c.Bed repair & maintenance
- d.Preventative maintenance recommendations
- e.Mattress functions & features

10.Resident Room Blue Print: The blue print for the resident room provided on page 35, Exhibit A.

11.Building Access: The Contractor shall be aware of the building access and approximate dimensions. The following areas will be utilized by the Contractor to deliver beds to ASVH:

- a.Elevators – 84”L x 48”W
- b.Unit Entrances – 82”L x 67”W
- c.Resident Room Entrances – 83”L x 44”W

6.ADVS Responsibilities

- 1.Upon award ADVS will provide plan for implementation of delivery and installation.
- 2.Removal of existing beds and mattresses at ASVH.

7.Notices, Correspondence, Reports, Invoices and Payments:

7.1Invoices shall be submitted within thirty (30) days of completion of work. The invoices shall be sent to the following address:

Arizona Department of Veterans' Services
Accounts Payable
4141 N. 3rd Street
Phoenix, AZ 85012
Phone: (602) 512-2948 Fax: (602) 265-3497

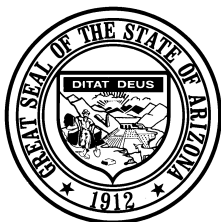
The Contractor shall inform ADVS in writing and receive approval prior to initiating any significant changes in procedures related to billing, and Scope of Work.

7.2Contract Amendments, Correspondence, Purchase Order inquiries shall be sent to the following address:

Arizona Department of Veterans' Services
Purchasing Office
4141 N. 3rd Street
Phoenix, AZ 85012
Phone: (602) 263-1814 Fax: (602) 222-6687

7.3Invoices shall be paid by ADVS within thirty (30) days following receipt of the invoice. In the case of any dispute regarding part of any invoice, ADVS shall pay the undisputed part according to the payment terms described above.

Notices, Correspondence, Reports and Payments from The Department to the Contractor shall be sent to:
Contractor



SOLICITATION AMENDMENT

Solicitation No. VSP08-129

Amendment No: 2

**Solicitation Due Date: July 18, 2008 at 3:00 P.M.
M.S.T.**

**Arizona Department of
Veterans' Services**

Purchasing Office

4141 N. 3rd Street

Phoenix, AZ 85012

(602) 263-1814

(602) 222-6687Fax

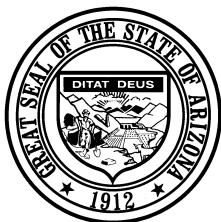
Contact: Diana Martinez

Phone : (602) 263-1814

Address

Address

City, State, Zip



SOLICITATION AMENDMENT

Solicitation No. VSP08-129

Amendment No: 2

**Solicitation Due Date: July 18, 2008 at 3:00 P.M.
M.S.T.**

**Arizona Department of
Veterans' Services
Purchasing Office**
4141 N. 3rd Street
Phoenix, AZ 85012
(602) 263-1814
(602) 222-6687 Fax
Contact: Diana Martinez
Phone : (602) 263-1814

Revised Price Sheet

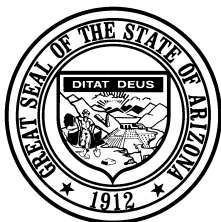
Price Sheet for Hi-Low Electric Bed

Quantity	Description	Price for Each	Extended Price
200	Beds Manufacturer _____ Model # _____	\$ _____ Each	\$ _____
200	Installation	\$ _____ Each	\$ _____

Price Sheet for Bariatric Bed with Scale

Quantity	Description	Price for Each	Extended Price
2	Beds Manufacturer _____ Model # _____	\$ _____ Each	\$ _____
2	Installation	\$ _____ Each	\$ _____

Price Sheet for Mattresses



SOLICITATION AMENDMENT

Solicitation No. VSP08-129

Amendment No: 2

Solicitation Due Date: July 18, 2008 at 3:00 P.M.
M.S.T.

Arizona Department of
Veterans' Services
Purchasing Office
4141 N. 3rd Street
Phoenix, AZ 85012
(602) 263-1814
(602) 222-6687 Fax
Contact: Diana Martinez
Phone : (602) 263-1814

Option #1 - High

Quantity	Description	Price for Each	Extended Price
200	Mattress Manufacturer _____ Model # _____	\$ _____ Each	\$ _____

Option #2 - Medium

Quantity	Description	Price for Each	Extended Price
200	Mattress Manufacturer _____ Model # _____	\$ _____ Each	\$ _____

Option #3 - Low

Quantity	Description	Price for Each	Extended Price
200	Mattress Manufacturer _____ Model # _____	\$ _____ Each	\$ _____